

Connecting to jloftis - Dialog - 268077
Connected to Dialog via SMS003193153

? b 15 16 148 160 275 621 9 20 476 610 613 624 636 810 813
>>>W: 476 does not exist
1 of the specified files is not available

[File 15] ABI/Inform(R) 1971-2008/Apr 09
(c) 2008 ProQuest Info&Learning. All rights reserved.

[File 16] Gale Group PROMT(R) 1990-2008/Apr 04
(c) 2008 The Gale Group. All rights reserved.

**File 16: Because of updating irregularities, the banner and the update (UD=) may vary.*

[File 148] Gale Group Trade & Industry DB 1976-2008/Mar 24
(c)2008 The Gale Group. All rights reserved.

**File 148: The CURRENT feature is not working in File 148. See HELP NEWS148.*

[File 160] Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group. All rights reserved.

[File 275] Gale Group Computer DB(TM) 1983-2008/Apr 03
(c) 2008 The Gale Group. All rights reserved.

[File 621] Gale Group New Prod.Annou.(R) 1985-2008/Mar 25
(c) 2008 The Gale Group. All rights reserved.

[File 9] Business & Industry(R) Jul/1994-2008/Apr 04
(c) 2008 The Gale Group. All rights reserved.

[File 20] Dialog Global Reporter 1997-2008/Apr 10
(c) 2008 Dialog. All rights reserved.

[File 610] Business Wire 1999-2008/Apr 10
(c) 2008 Business Wire. All rights reserved.

**File 610: File 610 now contains data from 3/99 forward. Archive data (1986-2/99) is available in File 810.*

[File 613] PR Newswire 1999-2008/Apr 09
(c) 2008 PR Newswire Association Inc. All rights reserved.

**File 613: File 613 now contains data from 5/99 forward. Archive data (1987-4/99) is available in File 813.*

[File 624] McGraw-Hill Publications 1985-2008/Apr 10
(c) 2008 McGraw-Hill Co. Inc. All rights reserved.

**File 624: Homeland Security & Defense and 9 Platt energy journals added Please see HELP NEWS624 for more*

[File 636] Gale Group Newsletter DB(TM) 1987-2008/Apr 04
(c) 2008 The Gale Group. All rights reserved.

[File 810] Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire . All rights reserved.

[File 813] PR Newswire 1987-1999/Apr 30
(c) 1999 PR Newswire Association Inc. All rights reserved.

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? s nistevo
S1      937    S NISTEVO

? s s1 and tours
      937    S1
      378075  TOURS
S2      121    S S1 AND TOURS

? s s2 not py>2003
Processing
Processing
      121    S2
      43390363 PY>2003
S3      102    S S2 NOT PY>2003

? s s3 and load
      102    S3
      1078304 LOAD
S4      27    S S3 AND LOAD

? rd s4
S5      17    RD S4  (UNIQUE ITEMS)

? d s
Set      Items  Description
S1      937    S NISTEVO
S2      121    S S1 AND TOURS
S3      102    S S2 NOT PY>2003
S4      27    S S3 AND LOAD
S5      17    RD S4  (unique items)

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5/3,K/1 (Item 1 from file: 15) [Links](#)

ABI/Inform(R)

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02716296 520130061

OPTIMIZATION-BASED PROCUREMENT FOR TRANSPORTATION SERVICES

Caplice, Chris; Sheffi, Yossi

Journal of Business Logistics v24n2 pp: 109-128

2003

ISSN: 0735-3766 Journal Code: JBL

Word Count: 8383

Text:

...operating over irregular routes and moving from origin to destination without any intermediate stops for load consolidation, are a direct mode. Consolidated carriers, such as less-than-truckload (LTL) and

package
delivery...

...can be divided into two activities: line-haul movement and connection to a follow-on load. Line-haul movement costs are mainly variable with distance (fuel, tires, operator's wages), are...

...movement of an empty truck from its current position to the location of a new load) and dwell time (time the driver has to stay at a location waiting for a follow-on load to be identified). Dwell time can also include the cost of waiting for loading and...

...probability of achieving economies of scope. Economies of scope are not limited to closed loop tours or immediate reloads at a facility. A balanced network, where the inbound volume is in...sup k

(x
sup k

), would represent a carrier's cost of serving an additional load on each lane as a function of all other loads being served on every other...

...carrier is awarded a minimum volume level. (Volume Conditions)

* A bid for a set of tours is only valid if the shipper pays for the empty mileage. (Tour Bids)

* Bids on...

...some recent attention in both the literature and in practice. For example, companies such as Nistevo and Elogex have made shipper-to-shipper collaboration of transportation assets a cornerstone of their solutions...

5/3,K/2 (Item 2 from file: 15) Links
ABI/Inform(R)
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02638017 387029461
Collaborative logistics

Strozniak, Peter
Frontline Solutions v4n8 pp: 18-22
Aug 2003
ISSN: 1528-6363 Journal Code: FRSE

Word Count: 2461

Text:

...has estimated that those empty miles translate into a \$21 billion inefficiency.

In March 2000, Nistevo Corp., Eden Prairie, Minn., launched the first major Web-based collaborative logistics network with a...

...such as food manufacturer General Mills and paper products maker Georgia Pacific. These companies used Nistevo's proprietary technology to develop round trips or dedicated tours (routes). After the details were established, companies set ground rules such as who pays for...

...the different legs as well as which carriers to use.

Georgia-Pacific has developed 575 tours with other manufacturers in the Nistevo network, as well as with other divisions of Georgia-Pacific. According to a Nistevo case study, Georgia-Pacific's empty back haul miles were running about 18%. After forming collaborative tours, the empty back haul miles have plummeted to just 3%, says Rick Parker, Nistevo's executive vice president. That's considerable because for every 1% reduction in empty miles, the company saves \$750,000. Through a guaranteed revenue stream from Georgia-Pacific's collaborative tours, the carriers increase their earnings per truck ...of cultural roadblocks.

Adrian Gonzalez, a senior analyst for ARC Advisory Group, Dedham, Mass., says Nistevo has done a good job of bringing companies together to form collaborative logistic networks. But there are roadblocks to forming these types of networks.

"Nistevo has some of the best case studies on companies that are doing it, but, by...

...lot of that needs to take place before these relationships get moving."

About half of Nistevo's customers have formed partnerships to collaborate on shipments. The other half use its transportation...

...expect Elogex to help us reach increasing levels of supply chain performance and cost competitiveness."

Nistevo's network

Nistevo operates a truck transportation network that handles more

than three million shipments a year. Its...

...of the industry-leading RDBMS technology, LTL rating engine, optimization engine and B2B integration platform. Nistevo's technology uses open standards that enable both shippers and carriers to send and receive reliability is guarded through redundant servers, intelligent load balancing, multiple tier 1 bandwidth and N+1 environment redundancy.

The Nistevo Web-based network allows companies and carriers to review contracts and negotiate rates over the Internet because the conditions and terms of all agreements are plugged into Nistevo's centralized computer system that is secured through multiple firewall layers, encryption, certificate-based authentication...

5/3,K/3 (Item 3 from file: 15) Links
ABI/Inform(R)
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02613401 356951601
Inbound for glory

Blanchard, Dave
Transportation & Distribution v44n6 pp: 41
Jun 2003
ISSN: 0895-8548 Journal Code: HLS
Word Count: 639

Abstract:

...enjoying a 10%-20% savings in annual freight costs. The company is currently using the Nistevo Network to gain visibility to more than 13,000 outbound shipments, and this spring began using Nistevo for inbound logistics as well. The network enables manufacturers, retailers and carriers to plan, execute...

...year, Land O'Lakes plans to roll out a new dock scheduling functionality within the Nistevo TMS solution that allows carriers to schedule their own dock appointments, rather than having to...

Text:

...all, we've eliminated the administration fees the 3PL had been charging - \$15-\$20 a load - which when you start talking about 25,000 truckloads per year, is significant money," explains...

...traditional transportation management system (TMS), the company accesses the web-hosted capabilities carried on the Nistevo Network. Land O'Lakes is currently using the network to gain visibility to more than 13,000 outbound shipments, and this spring the company began using Nistevo for inbound logistics as well.

The network enables manufacturers, retailers and carriers to plan, execute
...

...advantage to using the collaborative network, according to Johnson, is the ability to set up tours - sharing truckload capacity with other network participants. If, for instance, Land O'Lakes has several...

...the community, so Land O'Lakes does not know who else is involved in the tours, and vice versa.

"We have visibility to freight going out and our customer service people...

...year, Land O'Lakes plans to roll out a new dock scheduling functionality within the Nistevo TMS solution that allows carriers to schedule their own dock appointments, rather than having to...

...time.

Resources

General Mills Inc.

www.generalmills.com

Land O'Lakes Inc.

www.landolakes.com

Nistevo

www.nistevo.com

Wells' Dairy Inc.

www.wellsdairy.com

Company Names:

...
Nistevo Corp

5/3,K/4 (Item 4 from file: 15) [Links](#)
ABI/Inform(R)
(c) 2008 ProQuest Info&Learning. All rights reserved.
02220243 80402483
Sharing the load

Strozniak, Peter
Industry Week v250n12 pp: 47-51
Sep 2001
ISSN: 0039-0895 Journal Code: IW
Word Count: 1871
Sharing the load
Text:

...by Omni Consulting Group LLP, Davis, Calif., concludes that a collaborative logistics network such as Nistevo Corp., Eden Prairie, Minn., can increase efficiencies by more than 12% through improved planning, employee...

...trucking firm Crete Carrier Corp., Lincoln, Nebr., supports the concept.
(His company belongs to the Nistevo collaborative-logistics network that was launched in the second quarter of 2000.) But he also...

...a \$21 billion inefficiency, Costello estimates.

To address the problem the manufacturers' alliance used the Nistevo network to match routes that essentially would create round-trip or dedicated tours between manufacturers. In other words, carriers would be guaranteed a truckload on their return trips...

...Darcy, senior vice president, supply chain, at General Mills, said during a Webcast sponsored by Nistevo last year. "The degree [to] which you are able to capitalize on the opportunity is...

...Co., Nestle USA Inc., Nabisco Inc., Hormel Foods Corp., and ConAgra Inc.-have joined the Nistevo network, as have 100 carriers. Although many of the Nistevo member companies are in the consumer packaged-goods industry, the network also includes Agilent Technologies testing equipment for telecommunications and computer-network equipment and semiconductors. Nistevo also signed a contract to provide its services to Envera, an online e-business solutions...

...When a company joins the network, at an average annual subscription fee of \$300,000, Nistevo identifies potential partners by comparing transportation routes of other members. This comparative analysis scores

and ranks which companies would benefit from collaborating on common lanes.

Nistevo says it has identified more than 12 million potential lane matches among its member companies...

...it significantly increases the number of lane matches, says Rick Parker, executive vice president of Nistevo.

The important point is that companies have control over which firms they choose as partners...

...a major role in handling the complexities of a logistics system. For example, on the Nistevo Web site, all the company communities have their own secure, private, or semiprivate Web-page...

...view other information such as benchmarking, presentations, and network updates.

When companies and carriers join Nistevo, the terms and conditions of their contracts are plugged into the computer system, thus allowing...

...dynamic continuous moves across multiple enterprises," says Mark W. Nix, executive vice president.

Continuous-move tours may involve three or four firms shipping products on one truck. For example, a carrier shipping product for Company

A from Dallas to Atlanta would then pick up a load from Company B in Atlanta and ship its products to Memphis, where Company C would use the

truck to transport product back to Dallas. On continuous-move tours companies can see a logistics savings that ranges between 5% to 25%, but

the average...

5/3,K/5 (Item 5 from file: 15) [Links](#)
ABI/Inform(R)
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02133941 68842097
Collaborative commerce

Schwartz, Ephraim
InfoWorld v23n8 pp: 1, 29
Feb 19, 2001
ISSN: 0199-6649 Journal Code: IFW
Word Count: 1109
Text:

...10 percent to 12 percent of a company's logistics spending.

The service, created by Nistevo, in Eden Prairie, Minn., aggregates scheduling and shipping information on its site, and then creates...

...operations and supply chain at Land O'Lakes, in Arden Hills, Minn.

With the collaborative Nistevo system, however, Palacios now gets a tour recommendation that may include a pickup for Campbells...

...tied into ERP [enterprise resources planning]," said Bruce Barquist, executive director of network development at Nistevo.

Palacios at Land O'Lakes believes that making it easier for his customers to do...

...give [customers] one invoice for a comingled truck, now we are talking utopia," Palacios said.

Nistevo and General Mills are the driving force behind the effort, which combines Nistevo's Internetbased logistic application, called the Nistevo Network Builder, with old-fashioned community meetings where company representatives talk about shared business goals...

...incur some risk in partnering with a startup company, General Mills decided to go with Nistevo because of a lack of capacity, too many shipments, and not enough carriers, all factors which drive up the price of doing business.

General Mills turned to Nistevo for its Web-based logistics technology, which made integration with their back-end systems simpler...

...ARC Advisory Group in Boston.

Once a carrier has been agreed upon by the shippers, Nistevo, using an ASP (application service provider) technology with pricing based on yearly subscription rates, will manage contracts, create dedicated tours, and dynamically reroute tours as opportunities present themselves for shared shipping lanes.

For example, Ivex, a \$700 million specialty...

...Stubbs, director of logistics at Ivex.

To broaden the scope of its collaborative shipping model, Nistevo will also partner with vertical exchanges. The first deal will put Nistevo on the Envira chemical exchange that includes about 50 companies.

Sharing load information electronically gives companies forward visibility to perform shared operations, which keep the trucks going...

...costs: Approximately \$921 billion in 1999, of which trucking accounted for \$450 billion

Shading the load

The collaborative shipping network works using Nistevo's Internet-based application to coordinate shippers, routes, and load capacity.

Shippers coordinate schedules and negotiate sharing rules.

Shipper No. 1 tenders a proposal via Nistevo's system.

Carrier accepts tender, posts forward capacity on Nistevo's system.

Shipper No. 2 applies posted capacity to shared schedule. Carrier is notified of collaborative tour.

Load departs.

CREATING A COMMUNITY

At first blush, it might seem that a sophisticated logistics technology would make face-to-face

meetings a thing of the past. But Nistevo designed a system that requires executives to meet in person several times a year.

At...partner at Computer Sciences, in Lake Forest, Ill., was one of the original consultants that Nistevo came to when the company was

seating its business. Poirier notes that funny things happen...

5/3,K/6 (Item 1 from file: 16) [Links](#)
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10007319 Supplier Number: 90527296 (USE FORMAT 7 FOR FULLTEXT)

Nistevo Network Use Exceeds One Billion Miles Through Transportation Management Capabilities.

Business Wire , p 2156

August 20 , 2002

Language: English Record Type: Fulltext

Document Type: Newswire ; Trade

Word Count: 513

Nistevo Network Use Exceeds One Billion Miles Through Transportation Management Capabilities.

...And Carrier Users

Expand By 48 Percent During Past Six Months As Members

Capitalize On Nistevo's Web-Based TMS Functionality

Nistevo Corp., the leading Collaborative Logistics

Network(SM) for transportation management, announced today that its members

...

...growth of its Web-based Network is a result of its members' expanded use

of Nistevo's transportation management system (TMS) capabilities, such as load building, tendering, track and trace, payment approval, and reporting features.

During the past six months, the Nistevo Network has experienced a 47 percent increase in daily shipment volume and 48 percent growth...

...members expand their use of the Network by adding users, locations and

enhanced functionality. Currently, Nistevo members are managing more than 2.2 million shipments annually across more than 100,000...

...based transportation management functionality is for our members," said

Kevin Lynch, chief executive officer of Nistevo. "We offer our customers the flexibility to subscribe to the services they require and expand...

...infrastructure costs. As a result, the Network provides a rapid return

on their investments."

The Nistevo Network, which has members representing multiple industries such as agriculture, automotive, consumer products, paper, pharmaceutical...

...members reduce their logistics costs, streamline operations and improve customer service. For more information on Nistevo's transportation management solution, visit www.nistevo.com/solution...overview.html.

About Nistevo

Nistevo is the leading Collaborative Logistics Network(SM) for transportation management, a hosted software service that...

...plan, execute and settle their inbound and outbound full and less-than-truckload transportation. The Nistevo Network offers visibility and event management, contract management, execution, and tours that can be deployed in as little as 65 days. Using the Network, members are...

...in more than 300 million miles of freight moved in the past six months alone. Nistevo's clients include Baxter Healthcare, Church & Dwight Co., General Mills, Georgia-Pacific, Ivex Packaging, McCormick & Company, Nestle USA and Seneca Foods, among others. For more information, visit www.nistevo.com.

Company Names:

*Nistevo Corp.

5/3,K/7 (Item 2 from file: 16) [Links](#)
Gale Group PROMT(R)
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09329243 Supplier Number: 81395690 (USE FORMAT 7 FOR FULLTEXT)

Nistevo Unveils Modular Logistics Solutions for Targeted Return-on-Investment.
Business Wire , p 2404
Jan 7 , 2002
Language: English Record Type: Fulltext
Document Type: Newswire ; Trade
Word Count: 477

Nistevo Unveils Modular Logistics Solutions for Targeted Return-on-Investment.

...Jan. 7, 2002
Modules Address Key Transportation Activities, Including
Connectivity, Visibility, Contracts, Execution, and
Collaboration
Nistevo Corp., a leading Collaborative Logistics Network(SM),
today announced the immediate availability of Nistevo's network as
modular solutions - to better enable organizations to rapidly realize
financial and operational...
...months to weeks.
"Our experience has shown that many of our customers subscribe
to
the Nistevo network to solve a specific logistics need, such as
minimizing contract leakage, providing visibility to...
...other members to reduce costs and improve service," said Kevin
Lynch,
president and CEO of Nistevo. "While over time, most shippers are
expanding their use to take advantage of the Network's full
capabilities,
their initial need concentrated on a specific business requirement.
Nistevo is pleased to unveil its modular network to immediately
address this current need, while offering expansion capabilities to
leverage over time."
"Supply chain execution vendors, including Nistevo, are now
delivering modular products in order to address the immediate needs of
buyers at...
...ROI) time frames," said Michael Bittner, research director, supply
chain
e-fulfillment at AMR Research. "Nistevo has quickly recognized and
addressed this change in buying behavior by packaging their
application for
...

...compliance through online access and

management of all transportation contracts. Carriers and shippers can secur

ely

load

, store, view, negotiate and audit all terms and conditions through a single, online network in...

...divisions or companies. The Network enables

members to create, manage and track dynamic or static tours

and continuous

moves for all participants in a secure, online environment.

All four modules are immediately available from Nistevo.

About Nistevo

Nistevo is the leading Collaborative Logistics Network(SM), a hosted software service that allows shippers and carriers to collaborate

and execute logistics operations to improve profitability and performance.

The Nistevo Network consists of four modules - Network, Contracts, Execution and Collaboration - that can be deployed in...

...in nearly 250 million miles of truckload freight moved in the past six

months alone. Nistevo's customers include Baxter Healthcare, General Mills, Georgia-Pacific, H.J. Heinz Company, Hormel Foods...

...Packaging, McCormick & Company, Nestle USA, and Seneca Foods, among others. For more information, visit www.nistevo.com.

Company Names:

*Nistevo Corp.

5/3,K/8 (Item 3 from file: 16) [Links](#)
Gale Group PROMT(R)
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08977838 Supplier Number: 78055933 (USE FORMAT 7 FOR FULLTEXT)

Sharing The Load.(collaborative-logistics)(Industry Overview)
STROZNAK, PETER
Industry Week , v 250 , n 12 , p 47
Sept , 2001
Language: English Record Type: Fulltext
Article Type: Industry Overview
Document Type: Magazine/Journal ; Trade
Word Count: 1999

Sharing The Load.(collaborative-logistics)(Industry Overview)

...by Omni Consulting Group LLP, Davis, Calif., concludes that a collaborative logistics network such as Nistevo Corp., Eden Prairie, Minn., can increase efficiencies by more than 12% through improved planning, employee...

...trucking firm Crete Carrier Corp., Lincoln, Nebr., supports the concept.

(His company belongs to the Nistevo collaborative-logistics network that was launched in the second quarter of 2000.) But he also...

...a \$21 billion inefficiency, Costello estimates.

To address the problem the manufacturers' alliance used the Nistevo network to match routes that essentially would create round-trip or dedicated tours between manufacturers. In other words, carriers would be guaranteed a truckload on their return trips...

...Darcy, senior vice president, supply chain, at General Mills, said during a Webcast sponsored by Nistevo last year. "The degree (to) which you are able to capitalize on the opportunity is...

...Co., Nestle USA Inc., Nabisco Inc., Hormel Foods Corp., and ConAgra Inc.-have joined the Nistevo network, as have 100 carriers. Although many of the Nistevo member companies are in the consumer packaged-goods industry, the network also includes Agilent Technologies

Nistevo also signed a contract to provide its services to Envera, an online e-business solutions...

...When a company joins the network, at an average annual subscription fee

of \$300,000, Nistevo identifies potential partners by comparing transportation routes of other members. This comparative analysis scores

and ranks which companies would benefit from collaborating on common

lanes.

Nistevo says it has identified more than 12 million potential lane matches among its member companies...

...it significantly increases the number of lane matches, says Rick Parker, executive vice president of Nistevo.

The important point is that companies have control over which firms they choose as partners...

...a major role in handling the complexities of a logistics system. For

example, on the Nistevo Web site, all the company communities have their own secure, private, or semiprivate Web-page...

...view other information such as benchmarking, presentations, and network updates.

When companies and carriers join Nistevo, the terms and conditions of their contracts are plugged into the computer system, thus allowing...

...dynamic continuous moves across multiple enterprises," says Mark W. Nix, executive vice president.

Continuous-move tours may involve three or four firms shipping products on one truck. For example, a carrier shipping product for

Company A from Dallas to Atlanta would then pick up a load from Company B in Atlanta and ship its products to Memphis, where Company C would use the truck to transport product back to Dallas. On continuous-move tours companies can see a logistics savings that ranges between 5% to 25%, but the average...

5/3,K/9 (Item 4 from file: 16) [Links](#)
Gale Group PROMT(R)
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08964404 Supplier Number: 77482433 (USE FORMAT 7 FOR FULLTEXT)

Sharing doesn't have to be daring.(Nistevo Corp.)(Brief Article)
Commercial Carrier Journal , v 158 , n 8 , p 84
August , 2001
Language: English Record Type: Fulltext
Article Type: Brief Article
Document Type: Magazine/Journal ; Trade
Word Count: 665

Sharing doesn't have to be daring.(Nistevo Corp.)(Brief Article)

...trucking partner involved benefit from optimal use of capacity.
General Mills and Pillsbury participate in Nistevo Corp.'s
Internet-based Collaborative Logistics Network, which enables invited
shippers and carriers to manage...

...between members and jointly execute each step of a shipment.
Based in Eden Prairie, Minn., Nistevo's private networks
enable trusted partners -- companies that wouldn't dare turn their
freight
over...

...equipment in the Web-supported spot market -- to share and optimize
their trailer capacities.

The Nistevo Network Builder application service provider
technology can track shipments, alert participants of arrival times
or...

...automate communications between partners and streamline their
supply
chain processes. And shippers can build collaborative tours, which
help carriers to convert their truck assets from over-the-road service
to
dedicated...

...enabling technology that both shippers and carriers can leverage to
break traditional performance barriers," says Nistevo President and
CEO Kevin Lynch.

Nistevo recently held a network members' community meeting,
which was attended by 18 shippers and 10...

...corporate sales and marketing for C.R. England & Sons, which has
been participating in the Nistevo alliance since early this year.

Bunnell said his company got involved because one of the...

...driver satisfaction and increase truck utilization, it also provides carriers with a fixed revenue stream."

Nistevo's research also found that many industries are geographically clustered. For example, many companies in...

...VIAWEB 3.0 AVAILABLE

Qualcomm Inc. has released commercially ViaWeb 3.0, an Internet-based load tracking service. ViaWeb 3.0, which is available in both English and Spanish, provides access...

...Free Trade Agreement region. It lets fleets and third parties track and report online current load status and position, proof of delivery and exception data. By accessing the system's customizable home page, users can request data in download form as well as formatted historical load event summaries and mapping.

Company Names:

*Nistevo; QUALCOMM Inc.

5/3,K/10 (Item 5 from file: 16) [Links](#)

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08764024 Supplier Number: 75834113 (USE FORMAT 7 FOR FULLTEXT)

Web-based collaborative streamlines transportation.(logistics software solution from Nistevo)(Brief Article)

Ennen, Steve

Food Processing , v 62 , n 5 , p 128

May , 2001

Language: English Record Type: Fulltext

Article Type: Brief Article

Document Type: Magazine/Journal ; Trade

Word Count: 639

Web-based collaborative streamlines transportation.(logistics software solution from Nistevo)(Brief Article)

...the world of e-commerce can offer quite a few solutions to the logistical dilemmas. Nistevo, a Minneapolis-based provider of logistics software, has developed a thorough answer to many logistical...

...ranks and pairs companies that would potentially benefit from collaborating on common lanes.

To date Nistevo has helped form transportation unions between companies like Land O'Lakes, General Mills, Nabisco and a host of Fortune

500 companies. At Nistevo's February Network Community meeting, the program identified 12 million potential lane matches that will...

...also for tracking."

"One-fifth of all truck traffic is moving empty," says Rick Parker,

Nistevo's executive vice president of marketing. Waste estimates top \$30 billion annually.

"They have been...

...up."

Parker says the Internet is the tool to facilitate that scale-up,

and the Nistevo set of tools works with that.

"The Network Builder helps determine who would be the...

...Partners, of course, have the option of whether or not to use the suggestions. And Nistevo is more than a matchmaker: It offers counseling to shippers and carriers as well. No...

...want it for collaboration now. I can start collaborating among our own

divisions and collaborative tours," says Palacios.

Regular scheduling tools, says Parker, should allow the shipper to improve customer service...

...quicker to get carrier response," says Palacios. "Or we should be able to tender a load quicker."

Land O'Lakes' savings may not be typical of every company, but some, namely...

Company Names:

*Nistevo

5/3,K/11 (Item 6 from file: 16) [Links](#)
Gale Group PROMT(R)
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08359073 Supplier Number: 70740934 (USE FORMAT 7 FOR FULLTEXT)

Collaborative commerce.(Company Business and Marketing)

Schwartz, Ephraim

InfoWorld , v 23 , n 8 , p 1

Feb 19 , 2001

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal ; Trade

Word Count: 1208

Abstract:

...with an Internet-based, collaborative commerce to reduce their logistics costs. The service, created by Nistevo, will aggregate scheduling and shipping information on its site and create pickup and drop-off points around the country. The company will use its Internet-based logistics application, called the Nistevo Network Builder, and an ASP pricing approach to manage the contracts.

...10 percent to 12 percent of a company's logistics spending.

The service, created by Nistevo, in Eden Prairie, Minn., aggregates scheduling and shipping information on its site, and then creates...

...operations and supply chain at Land O'Lakes, in Arden Hills, Minn.

With the collaborative Nistevo system, however, Palacios now gets a tour recommendation that may include a pickup for Campbells...

...tied into ERP (enterprise resources planning)," said Bruce Barquist, executive director of network development at Nistevo.

Palacios at Land O'Lakes believes that making it easier for his customers to do...

...give (customers) one invoice for a comingled truck, now we are talking utopia," Palacios said.

Nistevo and General Mills are the driving force behind the effort, which combines Nistevo's Internet-based logistic application, called the Nistevo Network Builder, with old-fashioned community meetings where company representatives talk about shared business

goals...

...incur some risk in partnering with a startup company, General Mills decided to go with Nistevo because of a lack of capacity, too many shipments, and not enough carriers, all factors which drive up the price of doing business.

General Mills turned to Nistevo for its Web-based logistics technology, which made integration with their back-end systems simpler...

...ARC Advisory Group in Boston.

Once a carrier has been agreed upon by the shippers, Nistevo, using an ASP (application service provider) technology with pricing based

on yearly subscription rates, will manage contracts, create dedicated tours, and dynamically reroute tours as opportunities present themselves for shared shipping lanes.

For example, Ivex, a \$700 million specialty...

...Stubbs, director of logistics at Ivex.

To broaden the scope of its collaborative shipping model, Nistevo will also partner with vertical exchanges. The first deal will put Nistevo on the Envira chemical exchange that includes about 50 companies.

Sharing load information electronically gives companies forward visibility to perform shared operations, which keep the trucks going...

...sophisticated logistics technology would make face-to-face meetings a thing of the past. But Nistevo designed a system that requires executives to meet in person several times a year. At...

...partner at Computer Sciences, in Lake Forest, Ill., was one of the original consultants that Nistevo came to when the company was creating its business. Poirier ...is proprietary information,"

Poirier said, "(and) suddenly, they're buying warehouse space together."

Sharing the load

The collaborative shipping network works using Nistevo's Internet-based application to coordinate shippers, routes, and load capacity. 1. Shippers coordinate schedules and negotiate sharing rules. 2.

Shipper No. 1 tenders a proposal via Nistevo's system. 3. Carrier accepts tender, posts forward capacity on Nistevo's system. 4. Shipper No. 2 applies posted capacity to shared schedule. 5. Carrier is notified of collaborative tour. 6. Load departs.

Moving the goods

Internet collaboration among suppliers can reduce sizable logistics

costs. * Worldwide costs...

Company Names:

*Nistevo; General Mills Inc.

5/3,K/12 (Item 1 from file: 148) [Links](#)
Gale Group Trade & Industry DB
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15129806 Supplier Number: 93606667 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Wells' Dairy Joins the Nistevo Collaborative Logistics Network.

Business Wire , 0009
Oct 30 , 2002
Language: English
Record Type: Fulltext
Word Count: 584 Line Count: 00053
Wells' Dairy Joins the Nistevo Collaborative Logistics Network.

...Oct. 30, 2002
Leading Dairy Company and Maker of Blue Bunny(R)
Ice Cream Selects Nistevo's Transportation Management
System to Optimize Logistics Operations
Nistevo Corp., the leading Collaborative Logistics
Network(SM) for transportation management, announced today that Wells'
Dairy...

...largest family-owned and managed dairy processor in the United
States,
has subscribed to the Nistevo Network. Using Nistevo's
Web-hosted transportation management system (TMS), Wells' Dairy will
automate many of its existing...Wells' Dairy to plan and execute
shipments
from each of its four plants using the Nistevo Network.
Approximately a third of Wells' Dairy's orders will be consolidated
from
LTL to full truckload shipments using Nistevo's optimization
capabilities.

"When we first started looking at replacing our existing LTL
optimizer software...

...easily integrated," said Dave Ott, director of transportation for
Wells'
Dairy. "We quickly realized that Nistevo offered ...optimization we
required, and additional functionality that we could also leverage
including online contract management, load tendering and dock
scheduling capabilities within the same system. Nistevo addressed
our immediate transportation needs, and so much more."

"Nistevo's hosted software solution for transportation
logistics offered us a rapid implementation, easy migration and...

...to building the system ourselves," said Mike Kooistra, director of
business applications for Wells' Dairy.

"Nistevo is pleased to welcome Wells' Dairy to the
Nistevo Network," said Kevin Lynch, president and chief executive

officer of Nistevo. "With our rapid implementation model and robust TMS capabilities, we look forward to delivering a...place on the planet.

For more information about Wells' Dairy, visit www.bluebunny.com.

About Nistevo

Nistevo is the leading Collaborative Logistics Network(SM) for transportation management, a hosted software service that...

...plan, execute and settle their inbound and outbound full and less-than-truckload transportation. The Nistevo Network offers visibility and event management, contract management, execution, and tours that can be deployed ...2.2 million shipments annually, resulting in more than one billion miles of freight moved. Nistevo's clients include Baxter Healthcare, Church & Dwight Co., General Mills, Georgia-Pacific, Ivex Packaging, HP Hood, McCormick & Company, and Seneca Foods, among others. For more information, visit www.nistevo.com.

5/3,K/13 (Item 1 from file: 20) [Links](#)

Dialog Global Reporter

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26923652 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Wausau-Mosinee Paper Joins the Nistevo Collaborative Logistics Network for Transportation Management

BUSINESS WIRE

January 08, 2003

Journal Code: WBWE Language: English Record Type: FULLTEXT

Word Count: 491

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Wausau-Mosinee Paper Joins the Nistevo Collaborative Logistics Network for Transportation Management

Leading Forest Products Company Selects Nistevo's TMS to Integrate Logistics Operations Enterprise-wide; Nistevo's Paper Industry Expertise Key to Wausau's Selection
Nistevo Corp., the leading Collaborative Logistics Network(SM) for transportation management, announced today that Wausau-Mosinee...

...producers of specialty, fine printing and writing, and towel and tissue

papers, has joined the Nistevo Network. The multi-year agreement enables Wausau-Mosinee to connect all of its core carriers, ten manufacturing plants and two distribution centers to Nistevo's Web-hosted transportation management system (TMS).

Nistevo's deep experience with other paper industry customers, including International Paper, Ivex Packaging and Georgia-Pacific, was key

to Wausau-Mosinee's selection of the Nistevo Network.

Having grown primarily through acquisition, Wausau-Mosinee has faced

the ongoing challenge of connecting disparate logistics systems, organizations, and processes across multiple locations. Wausau-Mosinee

will use Nistevo's Web-hosted TMS to integrate its transportation operations onto a single network easily accessible...

...running, Wausau-Mosinee plans to better leverage its combined transportation volume through cross-company optimized load planning and linking up shipments for continuous move discounts.

"At Wausau-Mosinee, one of our...

...Stuart Carlson, executive vice president of administration at Wausau-Mosinee. "Unlike traditional TMS software, the Nistevo Network offers a proven solution that can be rapidly deployed through a hosted, subscription-based...

...Combined with its expertise in helping other paper product companies streamline logistics operations, we selected Nistevo's TMS solution because it will help us accomplish our goal of connecting all of our systems with a minimal investment in hardware or infrastructure."

"Nistevo is pleased to welcome Wausau-Mosinee to the Nistevo Network," said Kevin Lynch, president and chief executive officer of Nistevo. "Wausau-Mosinee is a well run company that recognizes that delivering products at the lowest...
...towel and tissue products. For more information about Wausau-Mosinee, visit www.wausaumosinee.com.

About Nistevo

Nistevo is the leading Collaborative Logistics Network(SM) for transportation management, a hosted software service that...

...plan, execute and settle their inbound and outbound full and less-than-truckload transportation. The Nistevo Network offers visibility and event management, contract management, execution, and tours that can be deployed in as little as 65 days. Using the Network, members are...

...2.8 million shipments annually, resulting in more than three billion miles of freight moved. Nistevo's clients include Baxter Healthcare, Church & Dwight Co., General Mills, Georgia-Pacific, Ivex Packaging, HP Hood, McCormick & Company and Seneca Foods, among others. For more information, visit www.nistevo.com.

--30--CR/ms CONTACT: Nistevo Corporation, Minneapolis Kay Rindels, 952/294-1882 krindels@nistevo.com or Haberman & Associates Brian Wachtler, 612/338-3900 brianw@habermaninc.com

5/3,K/14 (Item 1 from file: 610) [Links](#)

Business Wire

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00832065 20030108008B7296 (USE FORMAT 7 FOR FULLTEXT)

Wausau-Mosinee Paper Joins the Nistevo Collaborative Logistics Network for Transportation Management-Leading Forest Products Company Selects Nistevo's TMS to Integrate Logistics Operations Enterprise-wide; Nistevo's Paper Industry...

Business Wire

Wednesday , January 8, 2003 10:02 EST

Journal Code: BW Language: ENGLISH Record Type: FULLTEXT Document Type: NEWSWIRE

Word Count: 532

Wausau-Mosinee Paper Joins the Nistevo Collaborative Logistics Network for Transportation Management-Leading Forest Products Company Selects Nistevo's TMS to Integrate Logistics Operations Enterprise-wide; Nistevo's Paper Industry...

Text:

Wausau-Mosinee Paper Joins the Nistevo Collaborative Logistics Network for Transportation Management-Leading Forest Products Company Selects Nistevo's TMS to Integrate Logistics Operations Enterprise-wide; Nistevo's Paper Industry Expertise Key to Wausau's Selection

MINNEAPOLIS, Jan 8, 2003 (BUSINESS WIRE) -- Nistevo Corp., the leading Collaborative Logistics Network(SM) for transportation management, announced today that Wausau-Mosinee...

...producers of specialty, fine printing and writing, and towel and tissue papers, has joined the Nistevo Network. The multi-year agreement enables Wausau-Mosinee to connect all of its core carriers, ten manufacturing plants and two distribution centers to Nistevo's Web-hosted transportation management system (TMS).

Nistevo's deep experience with other paper industry customers, including International Paper, Ivex Packaging and Georgia-Pacific, was key to Wausau-Mosinee's selection of the Nistevo Network.

Having grown primarily through acquisition, Wausau-Mosinee has faced the

ongoing challenge of connecting disparate logistics systems, organizations, and processes across multiple locations. Wausau-Mosinee will use Nistevo's Web-hosted TMS to integrate its transportation operations onto a single network easily accessible...

...running, Wausau-Mosinee plans to better leverage its combined transportation volume through cross-company optimized load planning and linking up shipments for continuous move discounts.

"At Wausau-Mosinee, one of our...

...Stuart Carlson, executive vice president of administration at Wausau-Mosinee. "Unlike traditional TMS software, the Nistevo Network offers a proven solution that can be rapidly deployed through a hosted, subscription-based...

...Combined with its expertise in helping other paper product companies streamline logistics operations, we selected Nistevo's TMS solution because it will help us accomplish our goal of connecting all of our systems with a minimal investment in hardware or infrastructure."

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...2.8 million shipments annually, resulting in more than three billion miles of freight moved. Nistevo's clients include Baxter Healthcare, Church & Dwight Co., General Mills, Georgia-Pacific, Ivex Packaging, HP Hood, McCormick & Company and Seneca Foods, among others. For more information, visit www.nistevo.com.

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URL: <http://www...>

5/3,K/15 (Item 2 from file: 610) [Links](#)

Business Wire

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00802097 20021030303B7183 (USE FORMAT 7 FOR FULLTEXT)

Wells' Dairy Joins the Nistevo Collaborative Logistics Network-Leading Dairy Company and Maker of Blue Bunny(R) Ice Cream Selects Nistevo's Transportation Management System to Optimize Logistics Operations

Business Wire

Wednesday , October 30, 2002 09:05 EST

Journal Code: BW Language: ENGLISH Record Type: FULLTEXT Document Type: NEWSWIRE

Word Count: 539

Wells' Dairy Joins the Nistevo Collaborative Logistics Network-Leading Dairy Company and Maker of Blue Bunny(R) Ice Cream Selects Nistevo's Transportation Management System to Optimize Logistics Operations

Text:

Nistevo Corp., the leading Collaborative Logistics Network(SM) for transportation management, announced today that Wells' Dairy...

...largest family-owned and managed dairy processor in the United States, has subscribed to the Nistevo Network. Using Nistevo's Web-hosted transportation management system (TMS), Wells' Dairy will automate many of its existing... Wells' Dairy to plan and execute shipments from each of its four plants using the Nistevo Network. Approximately a third of Wells' Dairy's orders will be consolidated from LTL to full truckload shipments using Nistevo's optimization capabilities.

...easily integrated," said Dave Ott, director of transportation for Wells' Dairy. "We quickly realized that Nistevo offered the robust optimization we required, and additional functionality that we could also leverage including online contract management, load tendering and dock scheduling capabilities within the same system. Nistevo addressed our immediate transportation needs, and so much more."

"Nistevo's hosted software solution for transportation logistics

offered us a
rapid implementation, easy migration and...

...to building the system
ourselves," said Mike Kooistra, director of business applications for
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"Nistevo is pleased to welcome Wells' Dairy to the Nistevo
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of freight moved. Nistevo's clients include Baxter Healthcare,
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McCormick
&
Company, and Seneca Foods, among others. For more information, visit
www.nistevo.com.

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URL: <http://www...>

5/3,K/16 (Item 3 from file: 610) [Links](#)

Business Wire

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00764487 20020820232B5044 (USE FORMAT 7 FOR FULLTEXT)

Nistevo Network Use Exceeds One Billion Miles Through Transportation Management Capabilities-Daily Shipment Volume Increases 47 Percent And Carrier Users Expand By 48 Percent During Past Six Months As Members Capitalize On...

Business Wire

Tuesday , August 20, 2002 09:00 EDT

Journal Code: BW Language: ENGLISH Record Type: FULLTEXT Document Type: NEWSWIRE

Word Count: 507

Nistevo Network Use Exceeds One Billion Miles Through Transportation Management Capabilities-Daily Shipment Volume Increases 47...

Text:

Nistevo Network Use Exceeds One Billion Miles
Through Transportation
Management Capabilities-Daily Shipment Volume Increases 47...

...And Carrier
Users Expand By 48 Percent During Past Six Months As Members
Capitalize On
Nistevo's Web-Based TMS Functionality

MINNEAPOLIS, Aug 20, 2002 (BUSINESS WIRE) -- Nistevo Corp., the
leading
Collaborative Logistics Network(SM) for transportation management,
announced
today that its members...

...growth of its
Web-based Network is a result of its members' expanded use of
Nistevo's
transportation management system (TMS) capabilities, such as load
building,
tendering, track and trace, payment approval, and reporting features.

During the past six months, the Nistevo Network has experienced a 47
percent
increase in daily shipment volume and 48 percent growth...
...members expand their use of the Network by adding users, locations
and
enhanced functionality. Currently, Nistevo members are managing more
than 2.2
million shipments annually across more than 100,000...

...based transportation management functionality is for our members,"

said Kevin Lynch, chief executive officer of Nistevo. "We offer our customers the flexibility to subscribe to the services they require and expand...

...infrastructure costs.

As a result, the Network provides a rapid return on their investments."

The Nistevo Network, which has members representing multiple industries such as agriculture, automotive, consumer products, paper, pharmaceutical...

...members reduce their logistics costs, streamline operations and improve customer service. For more information on Nistevo's transportation management solution, visit www.nistevo.com/solution--overview.html.

About Nistevo

Nistevo is the leading Collaborative Logistics Network(SM) for transportation management, a hosted software service that...

...plan, execute and settle their inbound and outbound full and less-than-truckload transportation. The Nistevo Network offers visibility and event management, contract management, execution, and tours that can be deployed in as little as 65 days. Using the Network, members are...

...in more than 300 million miles of freight moved in the past six months alone. Nistevo's clients include Baxter Healthcare, Church & Dwight Co., General Mills, Georgia-Pacific, Ivex Packaging, McCormick & Company, Nestle USA and Seneca Foods, among others. For more information, visit www.nistevo.com.

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URL: <http://www...>

5/3,K/17 (Item 4 from file: 610) [Links](#)

Business Wire

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00642827 20020107007B5958 (USE FORMAT 7 FOR FULLTEXT)

Nistevo Unveils Modular Logistics Solutions for Targeted Return-on-Investment-Modules
Address Key Transportation Activities, Including Connectivity, Visibility, Contracts,
Execution, and Collaboration

Business Wire

Monday , January 7, 2002 10:00 EST

Journal Code: BW Language: ENGLISH Record Type: FULLTEXT Document Type:
NEWSWIRE

Word Count: 614

Nistevo Unveils Modular Logistics Solutions for Targeted Return-on-Investment-Modules
Address Key Transportation Activities, Including...

Text:

Nistevo Corp., a leading
Collaborative Logistics Network(SM), today announced the immediate
availability of Nistevo's network as modular solutions - to better
enable
organizations to rapidly realize financial and operational...

...months to weeks.

"Our experience has shown that many of our customers subscribe to the
Nistevo
network to solve a specific logistics need, such as minimizing
contract
leakage, providing visibility to...

...other members to reduce costs
and improve service," said Kevin Lynch, president and CEO of Nistevo
. "While
over time, most shippers are expanding their use to take advantage of
the
Network's full capabilities, their initial need concentrated on a
specific
business requirement. Nistevo is pleased to unveil its modular
network to
immediately address this current need, while offering...

"Supply chain execution vendors, including Nistevo, are now
delivering modular
products in order to address the immediate needs of buyers at...

...ROI) time frames," said Michael Bittner,
research director, supply chain e-fulfillment at AMR Research. "

Nistevo has quickly recognized and addressed this change in buying behavior by packaging their application for...

...compliance through online access and management of all transportation contracts. Carriers and shippers can securely load, store, view, negotiate and audit all terms and conditions through a single, online network in...

...divisions or companies. The Network enables members to create, manage and track dynamic or static tours and continuous moves for all participants in a secure, online environment.

All four modules are immediately available from Nistevo.

About Nistevo

Nistevo is the leading Collaborative Logistics Network(SM), a hosted software service that allows shippers and carriers to collaborate and execute logistics operations to improve profitability and performance. The Nistevo Network consists of four modules - Network, Contracts, Execution and Collaboration

-

that can be deployed in...

...in nearly 250 million miles of truckload freight moved in the past six months alone. Nistevo's customers include Baxter Healthcare, General Mills, Georgia-Pacific, H.J. Heinz Company, Hormel Foods...

...Packaging, McCormick & Company, Nestle USA, and Seneca Foods, among others. For more information, visit www.nistevo.com.

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